

<i>SERFF Tracking Number:</i>	<i>SBMS-125799115</i>	<i>State:</i>	<i>Arkansas</i>
<i>Filing Company:</i>	<i>SBLI of MA</i>	<i>State Tracking Number:</i>	<i>40287</i>
<i>Company Tracking Number:</i>	<i>2008003BAR</i>		
<i>TOI:</i>	<i>L07I Individual Life - Whole</i>	<i>Sub-TOI:</i>	<i>L07I.101 Fixed/Indeterminate Premium - Single Life</i>
<i>Product Name:</i>	<i>Whole Life Policy</i>		
<i>Project Name/Number:</i>	<i>/2008003</i>		

## Filing at a Glance

Company: SBLI of MA	SERFF Tr Num: SBMS-125799115	State: ArkansasLH
Product Name: Whole Life Policy	SERFF Status: Closed	State Tr Num: 40287
TOI: L07I Individual Life - Whole	Co Tr Num: 2008003BAR	State Status: Approved-Closed
Sub-TOI: L07I.101 Fixed/Indeterminate Premium - Single Life		
Filing Type: Form	Co Status:	Reviewer(s): Linda Bird
	Authors: James Coady, James MacDougall, Jason Brush, Dwight Wilbur, Janice Albertazzi	Disposition Date: 10/01/2008
	Date Submitted: 09/17/2008	Disposition Status: Approved
Implementation Date Requested: On Approval		Implementation Date:
State Filing Description:		

## General Information

Project Name:	Status of Filing in Domicile: Authorized
Project Number: 2008003	Date Approved in Domicile:
Requested Filing Mode: Review & Approval	Domicile Status Comments:
Explanation for Combination/Other:	Market Type: Individual
Submission Type: New Submission	Group Market Size:
Overall Rate Impact:	Group Market Type:
Filing Status Changed: 10/01/2008	
State Status Changed: 10/01/2008	Deemer Date:
Corresponding Filing Tracking Number:	
Filing Description:	
RE: SBLI of MA Policy Form	
NAIC #70435	
Policy No. B-40.6 et al (Whole Life Policy)	

SERFF Tracking Number:	SBMS-125799115	State:	Arkansas
Filing Company:	SBLI of MA	State Tracking Number:	40287
Company Tracking Number:	2008003BAR		
TOI:	L071 Individual Life - Whole	Sub-TOI:	L071.101 Fixed/Indeterminate Premium - Single Life
Product Name:	Whole Life Policy		
Project Name/Number:	/2008003		

Enclosed for your review please find a sample copy of the above referenced life insurance policy form. This policy is a Whole Life policy with non-nicotine and nicotine classes. Applicants will be classified in one of 4 Non-Nicotine classes (Preferred Plus, Preferred, Select and Standard) or 2 Nicotine classes (Preferred and Standard) based on medical history and other underwriting criteria. There will be 6 different premium payment plans as follows: 10 Year Pay, 15 Year Pay, 20 Year Pay, Payable to Age 65, Straight Life (Annual Pay) and Single Premium. You will notice that I have included sample specifications pages for each of these premium payment plans, and I have also included copies of the corresponding Table of Values pages for each plan.

The issue ages are 0-80. The policy matures at age 121. The minimum death benefit per life is \$10,000. The policy is participating and policyholders are eligible for any declared dividend payments, which will be paid at the end of each policy year while it is in effect. Illustrations will also be used for this policy. A sample illustration is also enclosed

The following forms will also be used with this product: application forms A-71.1, A-71A, A-72 and A-72A; application amendment forms AQ-8 through AM-29 (full list enclosed) and waiver of premium rider form BW-32.5 will also be sold with this policy. When applicable, these riders and any related premium amounts will be referenced on the specifications page. Likewise, any substandard ratings associated with any issued policies will also be referenced on the specifications page.

This product will be marketed in all licensed states. The product will be sold via our licensed agents in the SBLI Woburn, MA, home office and other appropriately licensed agents.

## Company and Contact

### Filing Contact Information

James Coady,	Jcoady@SBLI.com
1 Linscott Road	(781) 994-5410 [Phone]
Woburn, MA 01801	(781) 994-4124[FAX]

### Filing Company Information

SBLI of MA	CoCode: 70435	State of Domicile: Massachusetts
1 Linscott Road	Group Code: 4553	Company Type: Life

*SERFF Tracking Number: SBMS-125799115*

*State: Arkansas*

*Filing Company: SBLI of MA*

*State Tracking Number: 40287*

*Company Tracking Number: 2008003BAR*

*TOI: L071 Individual Life - Whole*

*Sub-TOI: L071.101 Fixed/Indeterminate Premium - Single Life*

*Product Name: Whole Life Policy*

*Project Name/Number: /2008003*

Woburn, MA 01801  
(781) 938-3500 ext. [Phone]

Group Name:  
FEIN Number: 04-3117253

State ID Number:

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<i>SERFF Tracking Number:</i>	<i>SBMS-125799115</i>	<i>State:</i>	<i>Arkansas</i>
<i>Filing Company:</i>	<i>SBLI of MA</i>	<i>State Tracking Number:</i>	<i>40287</i>
<i>Company Tracking Number:</i>	<i>2008003BAR</i>		
<i>TOI:</i>	<i>L071 Individual Life - Whole</i>	<i>Sub-TOI:</i>	<i>L071.101 Fixed/Indeterminate Premium - Single Life</i>
<i>Product Name:</i>	<i>Whole Life Policy</i>		
<i>Project Name/Number:</i>	<i>/2008003</i>		

## Filing Fees

Fee Required?	Yes
Fee Amount:	\$75.00
Retaliatory?	Yes
Fee Explanation:	Domicile State Fee = \$75.00 One form x \$75.00 = \$75.00
Per Company:	No

CHECK NUMBER	CHECK AMOUNT	CHECK DATE
67353	\$75.00	09/10/2008

<i>SERFF Tracking Number:</i>	<i>SBMS-125799115</i>	<i>State:</i>	<i>Arkansas</i>
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<i>Company Tracking Number:</i>	<i>2008003BAR</i>		
<i>TOI:</i>	<i>L071 Individual Life - Whole</i>	<i>Sub-TOI:</i>	<i>L071.101 Fixed/Indeterminate Premium - Single Life</i>
<i>Product Name:</i>	<i>Whole Life Policy</i>		
<i>Project Name/Number:</i>	<i>/2008003</i>		

## Correspondence Summary

### Dispositions

<b>Status</b>	<b>Created By</b>	<b>Created On</b>	<b>Date Submitted</b>
Approved	Linda Bird	10/01/2008	10/01/2008

*SERFF Tracking Number:*      *SBMS-125799115*

*State:*      *Arkansas*

*Filing Company:*      *SBLI of MA*

*State Tracking Number:*      *40287*

*Company Tracking Number:*      *2008003BAR*

*TOI:*      *L071 Individual Life - Whole*

*Sub-TOI:*      *L071.101 Fixed/Indeterminate Premium - Single  
Life*

*Product Name:*      *Whole Life Policy*

*Project Name/Number:*      */2008003*

## **Disposition**

Disposition Date: 10/01/2008

Implementation Date:

Status: Approved

Comment:

Rate data does NOT apply to filing.

<i>SERFF Tracking Number:</i>	<i>SBMS-125799115</i>	<i>State:</i>	<i>Arkansas</i>
<i>Filing Company:</i>	<i>SBLI of MA</i>	<i>State Tracking Number:</i>	<i>40287</i>
<i>Company Tracking Number:</i>	<i>2008003BAR</i>		
<i>TOI:</i>	<i>L071 Individual Life - Whole</i>	<i>Sub-TOI:</i>	<i>L071.101 Fixed/Indeterminate Premium - Single Life</i>
<i>Product Name:</i>	<i>Whole Life Policy</i>		
<i>Project Name/Number:</i>	<i>/2008003</i>		

<b>Item Type</b>	<b>Item Name</b>	<b>Item Status</b>	<b>Public Access</b>
<b>Supporting Document</b>	Certification/Notice		Yes
<b>Supporting Document</b>	Application		Yes
<b>Supporting Document</b>	Life & Annuity - Acturial Memo		No
<b>Supporting Document</b>	Statement of Variability		Yes
<b>Supporting Document</b>	Illustration Sample		Yes
<b>Form</b>	Whole Life Policy		Yes

<i>SERFF Tracking Number:</i>	<i>SBMS-125799115</i>	<i>State:</i>	<i>Arkansas</i>
<i>Filing Company:</i>	<i>SBLI of MA</i>	<i>State Tracking Number:</i>	<i>40287</i>
<i>Company Tracking Number:</i>	<i>2008003BAR</i>		
<i>TOI:</i>	<i>L071 Individual Life - Whole</i>	<i>Sub-TOI:</i>	<i>L071.101 Fixed/Indeterminate Premium - Single Life</i>
<i>Product Name:</i>	<i>Whole Life Policy</i>		
<i>Project Name/Number:</i>	<i>/2008003</i>		

## Form Schedule

**Lead Form Number:** B-40.6

Review Status	Form Number	Form Type Form Name	Action	Action Specific Data	Readability	Attachment
	B-40.6	Policy/Cont Whole Life Policy ract/Fratern al Certificate	Initial		50	B-40.6 with Variations.pdf

<i>SERFF Tracking Number:</i>	<i>SBMS-125799115</i>	<i>State:</i>	<i>Arkansas</i>
<i>Filing Company:</i>	<i>SBLI of MA</i>	<i>State Tracking Number:</i>	<i>40287</i>
<i>Company Tracking Number:</i>	<i>2008003BAR</i>		
<i>TOI:</i>	<i>L071 Individual Life - Whole</i>	<i>Sub-TOI:</i>	<i>L071.101 Fixed/Indeterminate Premium - Single Life</i>
<i>Product Name:</i>	<i>Whole Life Policy</i>		
<i>Project Name/Number:</i>	<i>/2008003</i>		

Attachment "B-40.6 with Variations.pdf" is larger than 3MB and cannot be reproduced here.

*SERFF Tracking Number:*      *SBMS-125799115*

*State:*      *Arkansas*

*Filing Company:*      *SBLI of MA*

*State Tracking Number:*      *40287*

*Company Tracking Number:*      *2008003BAR*

*TOI:*      *L071 Individual Life - Whole*

*Sub-TOI:*      *L071.101 Fixed/Indeterminate Premium - Single  
Life*

*Product Name:*      *Whole Life Policy*

*Project Name/Number:*      */2008003*

## **Rate Information**

Rate data does NOT apply to filing.

SERFF Tracking Number:	SBMS-125799115	State:	Arkansas
Filing Company:	SBLI of MA	State Tracking Number:	40287
Company Tracking Number:	2008003BAR		
TOI:	L071 Individual Life - Whole	Sub-TOI:	L071.101 Fixed/Indeterminate Premium - Single Life
Product Name:	Whole Life Policy		
Project Name/Number:	/2008003		

## Supporting Document Schedules

### Review Status:

**Satisfied -Name:** Certification/Notice 09/02/2008

#### Comments:

1. Rule & Regulation 19: This is to certify that we believe that this submission meets the objective standards of Rule and Regulation 19.
2. Rule and Regulation 49: This is to certify that all policies under this filing issued in Arkansas will be accompanied by a notice of Limitations and Exclusions under the Arkansas Life and Health Insurance Guaranty Association Act, as described in Rule and Regulation 49.
3. Flesch readability Certification Attached.
4. Consumer Information Notice: Each item listed under ACA 23-79-138 will be present in or with all policies issued under this filing in Arkansas, and the noted address for the Life and Health Division will be used.

#### Attachment:

B-40.6 Flesch Score.pdf

### Review Status:

**Satisfied -Name:** Application 09/02/2008

#### Comments:

Attached is a list of the application and application supplement forms, submitted to your Department this date under a separate filing, that will be used with this policy form.

#### Attachment:

Application and Amendment List.pdf

### Review Status:

**Satisfied -Name:** Statement of Variability 09/03/2008

#### Comments:

Statement of Variability attached.

#### Attachment:

B-40.6 Statement of Variability (2).pdf

<i>SERFF Tracking Number:</i>	<i>SBMS-125799115</i>	<i>State:</i>	<i>Arkansas</i>
<i>Filing Company:</i>	<i>SBLI of MA</i>	<i>State Tracking Number:</i>	<i>40287</i>
<i>Company Tracking Number:</i>	<i>2008003BAR</i>		
<i>TOI:</i>	<i>L071 Individual Life - Whole</i>	<i>Sub-TOI:</i>	<i>L071.101 Fixed/Indeterminate Premium - Single Life</i>
<i>Product Name:</i>	<i>Whole Life Policy</i>		
<i>Project Name/Number:</i>	<i>/2008003</i>		

**Review Status:**

**Satisfied -Name:** Illustration Sample

09/08/2008

**Comments:**

Specimen copy of Illustration to be used in the sale of this policy is attached.

**Attachment:**

B-40.6 Illustration.pdf

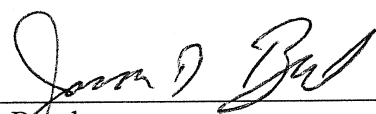
**THE SAVINGS BANK LIFE INSURANCE  
COMPANY OF MASSACHUSETTS**

**FLESCH CERTIFICATION**

I hereby certify that in my judgment the policy form in this submission meets the objective standards of readability/flesch scores as required as required by applicable laws or regulations.

Multi-Class Whole Life Policy Form  
Form B-40.6

Flesch Score 50

  
\_\_\_\_\_  
Jason Brush  
AVP & Associate Counsel

Savings Bank Life Insurance of Massachusetts

Applications and supplemental Forms List

<u>Form Number</u>	<u>Form Name</u>
A-90	Conditional Receipt Agreement
A-91	Life Insurance Application – Part 1
A-91A	Supplement to Life Insurance Application – Part 1
A-92	Life Insurance Application – Part 2
A-92A	Supplement to Life Insurance Application – Part 2
A-93	Supplement to Life Insurance Application
AQ-8	General Aviation Questionnaire
AQ-9	Commercial Aviation Questionnaire
AQ-10	Alcohol Questionnaire
AQ-11	Allergies Questionnaire
AQ-12	Asthma Questionnaire
AQ-13	Chest Pain Questionnaire
AQ-14	Diabetes Questionnaire
AQ-15	General Medical Questionnaire
AQ-16	Kidney Stones Questionnaire
AQ-17	Mental Health Questionnaire
AQ-18	Seizures Questionnaire
AQ-19	Colitis Questionnaire
AQ-20	Drugs Questionnaire
AQ-21	DUI Questionnaire
AQ-22	Skin and SCUBA and Submersible Diving Questionnaire

AQ-23	Substance Abuse Questionnaire
AQ-24	Military Status Questionnaire
AQ-25	Military Aviation Questionnaire
AQ-26	Avocation and Professional Sports Questionnaire
AQ-27	Hang Gliding Questionnaire
AQ-28	Motor Sports Questionnaire
AQ-29	Power and Motor Boat Questionnaire
AQ-30	Unemployment Questionnaire
AQ-31	Citizenship Questionnaire
AQ-32	General Amendment
AM-5	Updated Health Amendment
AM-16A	Agents Replacement Certification
AM-19M	Children under UTMA as Beneficiary
AM-19MS	Spouse, then Children under UTMA as Beneficiary
AM-20	Owner/Beneficiary
AM-20B	Trust, then Estate as Beneficiary
AM-20T	Trust as Owner
AM-20BT	Trust as Beneficiary and Owner
AM-26	Financial Disclosure Amendment
AM-28	Nicotine Amendment

**Statement of Variability of Specifications Pages and Table of Values Pages  
Form Policy B-40.6  
Multi-Class Whole Life**

<b>Provision</b>	<b>Variable Language</b>
Insured	Insured's name
Face Amount	\$10,000-\$10,000,000
Age At Issue	0-80
Sex	Male or Female
Issue Date	January 1, 2008 and beyond
Plan	10 Payment Life, 15 Payment Life, 20 Payment Life, Life Paid Up at Age 65, Straight Life or Single Premium Life
Owner	Person, trust or entity's name
Attachments	Any approved applicable riders purchased with the Basic Policy will be listed here.
Policy Number	Any combination of letters and numbers.
Class	4 Non-Nicotine classes (Preferred Plus, Preferred, Select and Standard) or 2 Nicotine classes (Preferred and Standard)
Expiration Date	Will vary based on the Issue Date and Age at Issue.
Frequency	Annual, Semi-Annual, Quarterly or Monthly (EFTS Only)
Premium	Will vary based on Age at Issue, the Plan chosen, the amount of coverage chosen, if there are any applicable riders purchased, if there are any assigned ratings, and the mode of Frequency of payment.
Basic Policy	Will always say "Basic Policy". Benefit Amounts are from \$10,000-\$10,000,000. Annual Premiums and Years Payable will be dependent on Age at Issue, the Plan chosen and the amount of coverage chosen.
Waiver of Premium (with benefit amounts, annual premiums and years payable)	If this rider has been purchased the specifics will be listed here. Benefit Amounts will always be the same as the Basic Policy coverage (\$10,000 to \$10,000,000). Annual Premiums and Years Payable will be dependent on Age at Issue, the Plan chosen and the amount of coverage chosen.
Child Rider (with benefit amounts, annual premiums and years payable)	If this rider has been purchased the specifics will be listed here. Benefit Amounts will be from \$5,000-\$10,000. Annual Premiums and Years Payable will

	be dependent on Age at Issue, the Plan chosen and the amount of coverage chosen.
Flat Rating	May be applied in instances where the class is substandard and the insured is determined to be a higher risk; usually temporary in time. No minimum/maximum.
Table Rating	May be applied in instances where the class is substandard and the insured is determined to be a higher risk based on a % of mortality rate); lasts for the life of the base policy. Minimum is 150% mortality, no maximum.
Total Annual Premium	Will vary based on Age at Issue, the Plan chosen, the amount of coverage chosen, if there are any applicable riders purchased, if there are any assigned ratings, and the mode of Frequency of payment.
Modal Factors	May increase/decrease for all future policyholders by agreement of our Board of Directors, to be applied to all prospective policyholders consistently.
Initial Premium	Will vary based on Modal Factor selected.
Total Annual Payment	Will vary based on Modal Factor selected.
Tables of Values [all numerical data amounts listed in the Tables for Loan or Cash Value, Paid-Up Insurance, and Extended Term Insurance (years and days)]	Will vary based on Age at Issue, Plan selected and amount of coverage chosen.



THE NO NONSENSE  
LIFE INSURANCE COMPANY®

The Savings Bank Life Insurance Company of Massachusetts  
One Linscott Road  
Woburn, MA 01801

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LIFE INSURANCE ILLUSTRATION  
Straight Life - A Whole Life Insurance Plan  
Policy Forms Series: B-30 and B-40

Initial Guaranteed Death Benefit:	\$100,000	Issue Age:	35	State:	Massachusetts
First Year Contract Premium:		Gender:	Male		
Base Policy:	\$1,037.00	Class:	Preferred Plus Non-Nicotine		
Waiver of Premium:	N/A	Dividend Option:	Paid in cash		
Children's Rider:	N/A				
YRT Rider:	N/A	Waiver of Premium Rider:	Not Included		
Rating Premium:	N/A				
Total Premium:	\$1,037.00	Children's Rider:	Not Included		

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*Prepared for:* Quick Quote  
Wilmington, MA 01887

*Presented by:* SBLI WHL  
Woburn, MA 01801

*Prepared on:* 8/17/2007  
--070817134031

THIS IS AN ILLUSTRATION ONLY. AN ILLUSTRATION IS NOT INTENDED TO PREDICT ACTUAL PERFORMANCE. INTEREST RATES, DIVIDENDS, OR VALUES THAT ARE SET FORTH IN THE ILLUSTRATION ARE NOT GUARANTEED, EXCEPT FOR THESE ITEMS CLEARLY LABELED AS GUARANTEED.

Life Insurance Illustration  
Straight Life - A Whole Life Insurance Plan  
Policy Forms Series: B-30 and B-40

Prepared for:  
Quick Quote  
Issue Age: 35

Straight Life

SBLI's straight life insurance is level premium permanent coverage with premiums paid for life. This form of insurance has guaranteed cash, loan and non-forfeiture values.

Underwriting class:

Preferred Plus Non-Nicotine (PPNN)

The premiums required for this coverage have been calculated assuming this policy is issued in the Preferred Plus Non-Nicotine underwriting class.

Based on current estimates, less than 30% of our applicants qualify for our lowest cost Preferred Plus Non-Nicotine underwriting class. Actual premium is dependent on the outcome of the underwriting process.

Initial Guaranteed Death Benefit

The death benefit provided at issue is \$100,000.

The death benefit is the amount payable in the event of death, as stated on the front page of a policy. The actual amount payable may be decreased by loans or increased by additional insurance benefits.

Contract Premium

Provided the Contract Premium is paid each year, the Guaranteed Death Benefit of \$100,000 will be paid.

The first premium is due on the issue date. Premiums are then due annually on each policy anniversary. All premiums shown in this illustration include the cost of any riders.

Premiums may be paid directly to SBLI or deducted from any bank account through SBLI's Electronic Funds Transfer (EFT). You may pay annually, semi-annually, quarterly or monthly (\$10 minimum, EFT only). The total premium per year under monthly, quarterly and semi-annual methods is more than if premiums are paid under the annual method.

Premium Outlay

Amount of Premium paid by the Policyowner out-of-pocket. Dividends could be used to reduce premiums, thus reducing the premium outlay.

Cash Surrender Value

The cash surrender value is equal to the policy cash value plus dividend cash value, minus any outstanding loan balances. Riders have no cash value.

Non-Guaranteed  
Elements of the Policy

This illustration assumes that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur, and actual results may be more or less favorable than those shown.

--070817134031

Version: Rev 9.84b

Presented by: SBLI WHL  
Prepared on: August 17, 2007

This proposal is an illustration only. It is not a contract nor an offer to contract.  
This illustration is not valid unless all of the pages are included.

Page 2 of 7

Life Insurance Illustration

Straight Life - A Whole Life Insurance Plan

Policy Forms Series: B-30 and B-40

Prepared for:  
Quick Quote  
Issue Age: 1

Dividends

This policy may share in our profits. Each year we figure how much of the profits will be allocated to this policy as dividends. Dividends, if any, are paid at the end of each policy year while the policy is in effect. Dividends are not guaranteed and are subject to change by the company. The current interest rate used in the calculation of dividends is 6.20%. This rate is not guaranteed and is subject to change.

Dividends increase the value of your life insurance policy in one of two ways:  
by increasing your policy's cash value and/or death benefit; or  
by reducing the out-of-pocket cost of your policy.

You have several options for the use of the dividends generated by the policy. Your dividend options include:

- Paid in cash
- Reduce premium
- Buy additional insurance
- Accumulate at interest

*Dividend option selected:*

Paid in cash

With this dividend option, the policyowner receives a check annually as of the policy anniversary.

Dividends and any benefits provided by dividends reflect current claim, expense and investment experience. They are therefore not guaranteed and may increase or decrease in the future. Dividends on any riders are applied to the basic policy. Variations in dividends paid could affect:

- Death benefits provided by dividends
- Policy cash values provided by dividends
- Total "Out-of-Pocket" payments over the lifetime of the policy

--070817134031

Version: Rev 9.84b

Presented by: SBLI WHL  
Prepared on: August 17, 2007

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Page 3 of 7

Life Insurance Illustration  
Straight Life - A Whole Life Insurance Plan  
Policy Forms Series: B-30 and B-40

Prepared for:  
Quick Quote  
Issue Age: 35

Underwriting class:  
PPNN

Dividend option selected:  
Paid in cash

**Guaranteed Assumptions**  
These policy values and benefits are guaranteed provided the contract premiums are paid in full each year:  
Policy death benefit  
Policy cash value  
Policy premiums

**Non-Guaranteed Assumptions**  
The non-guaranteed benefits and values shown are not guaranteed. The assumptions on which they are based are subject to change by the Company. Actual results may be more or less favorable than those shown.

**Current Assumptions**  
Policy values and benefits are based on the Company's Current Dividend Scale which is not guaranteed.

**Midpoint Assumptions**  
Policy values and benefits are based on 50% of the Company's current dividend scale, which is not guaranteed.

Any outstanding loan and loan interest would reduce the death benefit and surrender values.

Premiums are assumed to be paid at the beginning of the year and policy values are illustrated as of the end of the year.

Numeric Summary

\$100,000 Straight Life Summary

Policy Year	Guaranteed			Non-Guaranteed Assumptions					
	Without Dividends			With Current Dividend Scale			Midpoint of Current Dividend Scale		
	Current Annual Contract Premium	Death Benefit	Cash Surrender Values	Net Premium Outlay	Total Death Benefit	Total Cash Surrender Values	Net Premium Outlay	Total Death Benefit	Total Cash Surrender Values
5	1,037	100,000	4,912	975	100,091	5,003	1,006	100,046	4,958
10	1,037	100,000	10,656	798	100,281	10,937	918	100,141	10,797
20	1,037	100,000	24,795	362	100,743	25,538	700	100,372	25,167
Age 70	1,037	100,000	51,088	0	101,676	52,764	0	100,838	51,926

Customer Acknowledgement:

I have received a copy of this illustration and understand that any non-guaranteed elements illustrated are subject to change and could be either higher or lower. The agent has told me they are not guaranteed.

Applicant

Date

I certify that this illustration has been presented to the applicant and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration.

SBLI Licensed Representative

Date

--070817134031

Version: Rev 9.84b

Presented by: SBLI WHL  
Prepared on: August 17, 2007

This proposal is an illustration only. It is not a contract nor an offer to contract.  
This illustration is not valid unless all of the pages are included.

Page 4 of 7

Life Insurance Illustration

**Straight Life - A Whole Life Insurance Plan**

Policy Forms Series: B-30 and B-40

**Prepared for:**  
Quick Quote  
Issue Age: 35

**Underwriting class:**  
PPNN

**\$100,000 Straight Life Summary**

**Dividend option selected:**  
Paid in cash

**Initial Guaranteed Death Benefit:**  
\$100,000

**First Year Contract Premium:**  
\$1,037.00 *Annually*  
\$528.87 *Semi-Annually*  
\$269.62 *Quarterly*  
\$90.22 *Monthly\**

\*Electronic Funds Transfer only

**Guaranteed Assumptions**  
These policy values and benefits are guaranteed provided the contract premiums are paid in full each year:

Policy death benefit  
Policy cash value  
Policy premiums

**Non-Guaranteed Assumptions**  
The non-guaranteed benefits and values shown are not guaranteed. The assumptions on which they are based are subject to change by the Company. Actual results may be more or less favorable than those shown.

**Current Assumptions**  
Policy values and benefits are based on the Company's current dividend scale which is not guaranteed.

Any outstanding loan and loan interest would reduce the death benefit and cash value.

Premiums are assumed to be paid at the beginning of the year and policy values are illustrated as of the end of the year.

Policy Year	Guaranteed			Age at End of Year	Non-Guaranteed Assumptions			
	Current Annual Contract Premium	Death Benefit	Cash Surrender Values		Projected Dividends	Net Premium Outlay	Total Death Benefit	Total Cash Surrender Values
1	1,037	100,000	917	36	0	1,037	100,000	917
2	1,037	100,000	1,866	37	5	1,037	100,005	1,871
3	1,037	100,000	2,849	38	34	1,032	100,034	2,883
4	1,037	100,000	3,863	39	62	1,003	100,062	3,925
5	1,037	100,000	4,912	40	91	975	100,091	5,003
6	1,037	100,000	5,996	41	125	946	100,125	6,121
7	1,037	100,000	7,113	42	160	912	100,160	7,273
8	1,037	100,000	8,262	43	198	877	100,198	8,460
9	1,037	100,000	9,444	44	239	839	100,239	9,683
10	1,037	100,000	10,656	45	281	798	100,281	10,937
11	1,037	100,000	11,899	46	321	756	100,321	12,220
12	1,037	100,000	13,175	47	362	716	100,362	13,537
13	1,037	100,000	14,485	48	395	675	100,395	14,480
14	1,037	100,000	15,838	49	428	642	100,428	16,266
15	1,037	100,000	17,236	50	467	609	100,467	17,703
16	1,037	100,000	18,675	51	510	570	100,510	19,185
17	1,037	100,000	20,154	52	561	527	100,561	20,715
18	1,037	100,000	21,668	53	615	476	100,615	22,283
19	1,037	100,000	23,217	54	675	422	100,675	23,892
20	1,037	100,000	24,795	55	743	362	100,743	25,538
21	1,037	100,000	26,396	56	811	294	100,811	27,207
22	1,037	100,000	28,023	57	873	226	100,873	28,896
23	1,037	100,000	29,674	58	923	164	100,923	30,597
24	1,037	100,000	31,361	59	972	114	100,972	32,333
25	1,037	100,000	33,081	60	1,027	65	101,027	34,108
26	1,037	100,000	34,829	61	1,089	10	101,089	35,918
27	1,037	100,000	36,596	62	1,160	0	101,160	37,756
28	1,037	100,000	38,373	63	1,234	0	101,234	39,607
29	1,037	100,000	40,156	64	1,309	0	101,309	41,465
30	1,037	100,000	41,946	65	1,381	0	101,381	43,327
31	1,037	100,000	43,742	66	1,448	0	101,448	45,190
32	1,037	100,000	45,551	67	1,510	0	101,510	47,061
33	1,037	100,000	47,378	68	1,570	0	101,570	48,948
34	1,037	100,000	49,222	69	1,618	0	101,618	50,840
35	1,037	100,000	51,088	70	1,676	0	101,676	52,764

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Prepared on: August 17, 2007

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Page 5 of 7

## Life Insurance Illustration

## Straight Life - A Whole Life Insurance Plan

Policy Forms Series: B-30 and B-40

Prepared for:  
Quick Quote  
Issue Age: 35

Underwriting class:  
PPNN

## \$100,000 Straight Life Summary

Dividend option selected:  
Paid in cash

Initial Guaranteed Death Benefit:  
\$100,000

First Year Contract Premium:  
\$1,037.00 Annually  
\$528.87 Semi-Annually  
\$269.62 Quarterly  
\$90.22 Monthly\*

\*Electronic Funds Transfer only

Guaranteed Assumptions  
These policy values and benefits  
are guaranteed provided the  
contract premiums are paid in full  
each year:

Policy death benefit  
Policy cash value  
Policy premiums

Non-Guaranteed Assumptions  
The non-guaranteed benefits and  
values shown are not guaranteed.  
The assumptions on which they  
are based are subject to change  
by the Company. Actual results  
may be more or less favorable  
than those shown.

Current Assumptions  
Policy values and benefits are  
based on the Company's current  
dividend scale which is not  
guaranteed.

Any outstanding loan and loan  
interest would reduce the death  
benefit and cash value.

Premiums are assumed to be paid  
at the beginning of the year and  
policy values are illustrated as of  
the end of the year.

Policy Year	Guaranteed			Age at End of Year	Non-Guaranteed Assumptions			
	Current Annual Contract Premium	Death Benefit	Cash Surrender Values		Projected Dividends	Net Premium Outlay	Total Death Benefit	Total Cash Surrender Values
36	1,037	100,000	52,966	71	1,735	0	101,735	54,701
37	1,037	100,000	54,851	72	1,818	0	101,818	56,669
38	1,037	100,000	56,720	73	1,892	0	101,892	58,612
39	1,037	100,000	58,575	74	1,968	0	101,968	60,543
40	1,037	100,000	60,419	75	2,046	0	102,046	62,465
41	1,037	100,000	62,253	76	2,121	0	102,121	64,374
42	1,037	100,000	64,076	77	2,208	0	102,208	66,284
43	1,037	100,000	65,876	78	2,305	0	102,305	68,181
44	1,037	100,000	67,641	79	2,409	0	102,409	70,050
45	1,037	100,000	69,357	80	2,511	0	102,511	71,868
46	1,037	100,000	71,023	81	2,616	0	102,616	73,639
47	1,037	100,000	72,627	82	2,707	0	102,707	75,334
48	1,037	100,000	74,177	83	2,790	0	102,790	76,967
49	1,037	100,000	75,675	84	2,860	0	102,860	78,535
50	1,037	100,000	77,115	85	2,932	0	102,932	80,047
51	1,037	100,000	78,489	86	3,003	0	103,003	81,492
52	1,037	100,000	79,787	87	3,066	0	103,066	82,853
53	1,037	100,000	81,003	88	3,122	0	103,122	84,125
54	1,037	100,000	82,132	89	3,181	0	103,181	85,313
55	1,037	100,000	83,175	90	3,222	0	103,222	86,397
56	1,037	100,000	84,131	91	3,219	0	103,219	87,350
57	1,037	100,000	85,033	92	3,219	0	103,219	88,252
58	1,037	100,000	85,883	93	3,219	0	103,219	89,102
59	1,037	100,000	86,679	94	3,219	0	103,219	89,898
60	1,037	100,000	87,419	95	3,219	0	103,219	90,638
61	1,037	100,000	88,096	96	3,219	0	103,219	91,315
62	1,037	100,000	88,745	97	3,219	0	103,219	91,964
63	1,037	100,000	89,362	98	3,219	0	103,219	92,581
64	1,037	100,000	89,942	99	3,219	0	103,219	93,161
65	1,037	100,000	90,472	100	3,219	0	103,219	93,691
66	1,037	100,000	90,931	101	3,219	0	103,219	94,150
67	1,037	100,000	91,380	102	3,219	0	103,219	94,599
68	1,037	100,000	91,820	103	3,219	0	103,219	95,039
69	1,037	100,000	92,248	104	3,219	0	103,219	95,467
70	1,037	100,000	92,663	105	3,219	0	103,219	95,882

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Page 6 of 7

## Life Insurance Illustration

## Straight Life - A Whole Life Insurance Plan

Policy Forms Series: B-30 and B-40

## \$100,000 Straight Life Summary

Policy Year	Guaranteed			Age at End of Year	Non-Guaranteed Assumptions			
	Current Annual Contract Premium	Death Benefit	Cash Surrender Values		Projected Dividends	Net Premium Outlay	Total Death Benefit	Total Cash Surrender Values
71	1,037	100,000	93,068	106	3,219	0	103,219	96,287
72	1,037	100,000	93,463	107	3,219	0	103,219	96,682
73	1,037	100,000	93,847	108	3,219	0	103,219	97,066
74	1,037	100,000	94,220	109	3,219	0	103,219	97,439
75	1,037	100,000	94,851	110	3,219	0	103,219	97,800
76	1,037	100,000	94,931	111	3,219	0	103,219	98,150
77	1,037	100,000	95,270	112	3,219	0	103,219	98,489
78	1,037	100,000	95,598	113	3,219	0	103,219	98,817
79	1,037	100,000	95,914	114	3,219	0	103,219	99,133
80	1,037	100,000	96,218	115	3,219	0	103,219	99,437
81	1,037	100,000	96,512	116	3,219	0	103,219	99,731
82	1,037	100,000	96,794	117	3,219	0	103,219	100,013
83	1,037	100,000	97,066	118	3,219	0	103,219	100,285
84	1,037	100,000	97,326	119	3,219	0	103,219	100,545
85	1,037	100,000	97,567	120	3,219	0	103,219	100,786
86	1,037	100,000	100,000	121	3,219	0	103,219	103,219

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Page 7 of 7

Prepared for:  
Quick Quote  
Issue Age: 35

Underwriting class:  
PPNN

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